



Mr. Walt Yeager
Marketing Manager
King County I-Net
700 Fifth Avenue
Seattle, WA 98104

October 29, 2002

Dear Walt,

I would like to take this opportunity to welcome you to your new position in the I-Net organization at King County, and to let you know personally how the Students of the Kent School District are benefiting from our recent implementation of I-Net fiber optic service.


As you may be aware, prior to our implementation of fiber optic data communication services with I-Net, the district operated a local file and print server in each school building throughout the district. As you might imagine, this created a significant support burden to our network administration staff. Because of the inherently slow nature of the leased data circuits from our schools to our data center, we were unable to centralize services until we established a high-speed network backbone.

Now that we have implemented I-Net services, the district has been able to centralize server file and print services at the data center, thus allowing significant economy of scale. We estimate that we have saved nearly 1 million dollars in upgrade costs that would have been needed for our old, decentralized servers. We have implemented streaming video services using the high-speed network backbone, allowing us to replace an aging and poorly utilized videotape library. I-Net implementation has allowed us to finally implement broadcast quality video conferencing services, allowing for distance learning opportunities between schools within the district and throughout the state.

Now that our core mission of providing services to enhance teaching and learning is well underway, our next focus is on economies. Our first initiative in this area will be to move our telephone system's voice traffic onto the I-NET fiber backbone. This move will save us in the neighborhood of \$200,000 annually.

We consider ourselves fortunate at the Kent School District to benefit from the services of the King County I-NET. Without I-Net, many of our key initiatives to allow technology to enhance teaching and learning would not have been possible.

Sincerely,


Paul Dunn
Director of Technical Services
Kent School District